



**KSTU**  
**5020 W. Amelia Earhart Dr.**  
**Salt Lake City, UT 84116**  
**(801)532-1300**

# CONTRACT

<u>Contract / Revision</u> 570162 /		<u>Alt Order #</u> 9800692
<u>Product</u> AMER CHEM COUNCIL		
<u>Contract Dates</u> 08/23/12 - 08/29/12		<u>Estimate #</u> 554
<u>Advertiser</u> American Chemistry Council		<u>Original Date / Revision</u> 08/22/12 / 08/22/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> KSTU	<u>Account Executive</u> Dan Driscoll	<u>Sales Office</u> Washington DC
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<u>IDB#</u> 8007	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

**Abar Hutton Media**  
**6190 Grovedale Court**  
**Suite 200**  
**Alexandria, VA 22310**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	13	08/23/12	08/29/12	M-F 6a-630a	6a-630a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				2	\$350.00			
N 2	13	08/23/12	08/29/12	M-F 630a-7a	630a-7a		:30			NM	4	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				4	\$400.00			
N 3	13	08/23/12	08/29/12	M-F 730a-8a	730a-8a		:30			NM	4	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				4	\$400.00			
N 4	13	08/23/12	08/29/12	M-F 8a-830a	8a-830a		:30			NM	4	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				4	\$350.00			
N 5	13	08/23/12	08/29/12	M-F 830a-9a	830a-9a		:30			NM	4	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				4	\$350.00			
N 6	13	08/23/12	08/29/12	M-F 11a-12p	11a-12p		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				2	\$200.00			
N 7	13	08/23/12	08/29/12	M-F 5p-530p	5p-530p		:30			NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				1	\$425.00			
N 8	13	08/23/12	08/29/12	M-F 530p-6p	530p-6p		:30			NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				1	\$425.00			
N 9	13	08/23/12	08/29/12	M-F 9p-930p	9p-930p		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				1	\$1,200.00			
N 10	13	08/23/12	08/29/12	M-F 930p-1005p	930p-1005p		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				1	\$1,200.00			
N 11	13	08/23/12	08/26/12	Sa 7a-8a	7a-8a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	-----S-				2	\$350.00			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.



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<u>Contract / Revision</u> 570162 /		<u>Alt Order #</u> 9800692
<u>Contract Dates</u> 08/23/12 - 08/29/12	<u>Product</u> AMER CHEM COUNCIL	<u>Estimate #</u> 554
<u>Advertiser</u> American Chemistry Cou		<u>Original Date / Revision</u> 08/22/12 / 08/22/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Totals Spots      Amount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
N 12	13	08/23/12	08/26/12	Sa 8a-9a	8a-9a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	-----S-				2	\$350.00			
N 13	13	08/23/12	08/26/12	FOX News Sunday	9a-10a		:30			NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	-----S				1	\$150.00			
N 14	13	08/23/12	08/26/12	Su 9p-930p	9p-930p		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	-----S				1	\$1,200.00			
N 15	13	08/23/12	08/26/12	Su 930p-1005p	930p-1005p		:30			NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	-----S				1	\$1,000.00			
Totals											31	\$14,100.00

Time Period	# of Spots	Gross Amount	Net Amount
07/30/12 -08/26/12	13	\$5,875.00	\$4,993.75
08/27/12 -08/29/12	18	\$8,225.00	\$6,991.25
<b>Totals</b>	<b>31</b>	<b>\$14,100.00</b>	<b>\$11,985.00</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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Rep Order# 9800692 Ver# 1 Mod# 0 Status Confirmed Traffic Order# 570162 Printed: 08/22/2012 9:49 AM 1 of 2  
EC'd Yes Last Received: 08/22/2012 9:09 AM Showing Buylines: All Lines

Station KSTU-TV SALT LAKE CITY, UT  
Advertiser ( ) POLITICAL ISSUE GROU  
Product AMER CHEM COUNCIL  
Estimate# 554  
Buyer JEFF SCATTERGOOD  
Phone#  
Fax#  
Agency ( ) ABAR HUTTON MEDIA  
6190 GROVEDALE CT, SUITE 200  
ALEXANDRIA, VA 22310  
Agency C/P1/P2/E //554  
Flight Dates 08/23/2012 - 08/29/2012  
Hiatus Weeks  
Rep Firm  
Sales Office ( ) WASHINGTON  
Salesperson ( ) DAN DRISCOLL  
Salesperson Phone# 202-955-5342  
Salesperson FAX# 917-206-9589

--- CONTRACT COMMENT ---

\*\*\*\*\*NONDISCRIMINATION\*\*\*\*\* PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ COMMUNICATIONS, INC. (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.

LT	Ln	Day	Time	Program	Len	Rate	Dates	Spots/Week	# of Weeks	Total Spots	Total Cost	Daypart
	1	TH-F,M-W	6A-630A	NEWS	:30	\$350.00	08/23-08/29	2	1	2	\$700.00	
	2	TH-F,M-W	630A-7A	NEWS	:30	\$400.00	08/23-08/29	4	1	4	\$1,600.00	
	3	TH-F,M-W	730A-8A	NEWS	:30	\$400.00	08/23-08/29	4	1	4	\$1,600.00	
	4	TH-F,M-W	8A-830A	NEWS	:30	\$350.00	08/23-08/29	4	1	4	\$1,400.00	
	5	TH-F,M-W	830A-9A	NEWS	:30	\$350.00	08/23-08/29	4	1	4	\$1,400.00	
	6	TH-F,M-W	11A-12P	NEWS	:30	\$200.00	08/23-08/29	2	1	2	\$400.00	
	7	TH-F,M-W	5P-530P	NEWS	:30	\$425.00	08/23-08/29	1	1	1	\$425.00	
	8	TH-F,M-W	530P-6P	NEWS	:30	\$425.00	08/23-08/29	1	1	1	\$425.00	
	9	TH-F,M-W	9P-930P	NEWS	:30	\$1,200.00	08/23-08/29	1	1	1	\$1,200.00	
	10	TH-F,M-W	930P-1005P	NEWS	:30	\$1,200.00	08/23-08/29	1	1	1	\$1,200.00	
	11	SA	7A-8A	NEWS	:30	\$350.00	08/25-08/25	2	1	2	\$700.00	
	12	SA	8A-9A	NEWS	:30	\$350.00	08/25-08/25	2	1	2	\$700.00	

Rep Order# 9800692 Ver# 1 Mod# 0 Status Confirmed Traffic Order# 570162 Printed: 08/22/2012 9:49 AM 2 of 2  
 EC'd Yes Last Received: 08/22/2012 9:09 AM Showing Buylines: All Lines

Station KSTU-TV SALT LAKE CITY, UT  
 Advertiser ( ) POLITICAL ISSUE GROU  
 Product AMER CHEM COUNCIL  
 Estimate# 554  
 Buyer JEFF SCATTERGOOD  
 Phone#  
 Fax#  
 Agency ( ) ABAR HUTTON MEDIA  
 6190 GROVEDALE CT, SUITE 200  
 ALEXANDRIA, VA 22310  
 Agency C/P1/P2/E //554  
 Flight Dates 08/23/2012 - 08/29/2012  
 Hiatus Weeks  
 Rep Firm  
 Sales Office ( ) WASHINGTON  
 Salesperson ( ) DAN DRISCOLL  
 Salesperson Phone# 202-955-5342  
 Salesperson FAX# 917-206-9589

LT	Ln	Day	Time	Program	Len	Rate	Dates	Spots/Week	# of Weeks	Total Spots	Total Cost	Daypart
	13	SU	9A-10A	FOX NEWS	:30	\$150.00	08/26-08/26	1	1	1	\$150.00	
	14	SU	9P-930P	NEWS	:30	\$1,200.00	08/26-08/26	1	1	1	\$1,200.00	
	15	SU	930P-1005P	NEWS	:30	\$1,000.00	08/26-08/26	1	1	1	\$1,000.00	

---REPORT TOTALS---

Report Totals: 31 / \$14,100.00

---SALES MONTHLY TOTALS---

Aug 12: 17 / \$7,300.00 Sep 12: 14 / \$6,800.00  
 Sales Totals: 31 / \$14,100.00  
 Station Totals: 31 / \$14,100.00  
 Lines not sent/rcld/rtn: 0 / \$0.00

---COMPETITIVE---

Market Totals \$61,304  
 CABL 0% KDLJ 0% KJZZ 0% KSL 18% KSTU 23%  
 KTVX 4% KUCW 0% KUTV 55% UNKB 0% UNKN 0%

---COMPETITIVE COMMENTS---

EST

Books null  
 Demos RA35+